

Message Text

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PAGE 01 STATE 142081

12

ORIGIN COME-00

INFO OCT-01 EUR-06 ADP-00 EB-05 RSC-01 /013 R

66632

DRAFTED BY COM/BEWT/EE:JELLIS

APPROVED BY EB/OCA/REP:RCJORGENSEN

COM/BEWT:RDSEVERANCE

COM/BEWT:RFSTECHSCHULTE

EB/EWT:LLESE

EUR/EE:EESEGALL INFO

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R 192120Z JUL 73

FM SECSTATE WASHDC

TO AMEMBASSY SOFIA

INFO AMEMBASSY VIENNA

UNCLAS STATE 142081

FROM COMMERCE

TAGS BGEN BU

EO 11652 ,-

SUBJ TRADE INQUIRY: RELIANCE ELECTRIC CO

1. F. THORLEY, DIR OF INT'L PROJECTS OF RELIANCE ELECTRIC CO, PASADENA, CALIF, REPORTED RELAINCE MADE AN OFFER TO VMW OF AUSTRIA TO PARTICIPATE IN A CONSORTIUM ORGANIZED BY VMW TO NEGOTIATE THE CONSTRUCTION OF THREE ALUMINUM MILLS FOR BULGARIA. TO DATE, VMW HAS MADE NO REPLY TO THE OFFER, WHICH IS TO PROVIDE AN ELECTRICAL PACKAGE FOR THE PROJECT (KNOWN AS THE SHOUMAN PROJECT). RELIANCE KNOWS THAT BRAUN BOVERI CIE OF SWITZERLAND HAS A TENTATIVE COMMITMENT FROM VMW TO PARTICIPATE IN THE PROJECT WITH THE SAME ELECTRICAL EQUIPMENT PACKAGE, BUT RELIANCE FEELS ITS PRICES ARE BETTER THAN BBC'S AND SO SHOULD BE MORE ATTRACTIVE TO VMW.

2. RELIANCE WONDERS IF BULGARIAN GOVT WOULD BE INTERESTED IN THE FIRM'S DESIRE TO PARTICIPATE IN THE PROJECT, AND IF SO, HOW BEST TO INFORM THE GOVT OF ITS OFFER (BARRING VMW DECISION TO USE IT IN ITS CONSORTIUM PACKAGE). EMB REQUESTED ASCERTAIN GOB INTEREST AND BEST APPROACH FOR RELIANCE. RUSH

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 JUL 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE142081
Document Source: CORE
Document Unique ID: 00
Drafter: JELLIS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730722/aaaaaqag.tel
Line Count: 60
Locator: TEXT ON-LINE
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 07 JAN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <07-Jan-2002 by phillir0>; APPROVED <14 MAR 2002 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE INQUIRY: RELIANCE ELECTRIC CO
TAGS: BGEN, BU
To: SOFIA
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005